

Westlaw

**BUSINESS RECORD**

D&B Completed Analysis:03-28-2006  
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 Current Date:04/13/2006

**COMPANY INFORMATION**

DUNS:04-640-2285  
 Name:VISIBLE SYSTEMS CORPORATION  
 ADDRESS:201 SPRING ST  
 LEXINGTON, MA 02421  
 TELEPHONE:781-778-0200

YEAR STARTED:1997

**BUSINESS DESCRIPTION**

LINE OF BUSINESS:DESIGN MFG WHOL CMPT SFTWR

**SIC CODE(S):**

7372PREPACKAGED SOFTWARE  
 5045CMPTR PRPHRL & SFTWR  
 8748BUSI CONSULTING, NEC

**EMPLOYEE INFORMATION**

EMPLOYEES HERE:20  
 EMPLOYEES TOTAL:31

**COMPANY HISTORY/OPERATIONS/RELATIONSHIPS & OTHER INFORMATION**

HISTORY 01/28/05 GEORGE CAGLIUSO, PRESIDENT MICHAEL PAUL, V PRES PRODUCT DEVELOPMENT  
 ELLEN SHONER, CFO DIRECTOR(S): THE OFFICER(S) ORIGINALLY ORGANIZED AS G W P  
 CORPORATION.

NAME CHANGED BY CHARTER AMENDMENT IN MAY 1984.

BUSINESS STARTED 1981 BY GEORGE G CAGLIUSO.

PRESENT CONTROL SUCCEEDED 1997.

100% OF CAPITAL STOCK IS OWNED BY STOCKHOLDERS.

MICHAEL PAUL.

ACTIVE WITH THIS COMPANY FOR ELEVEN YEARS.

ELLEN SHONER.

ANTECEDENTS NOT AVAILABLE.

BUSINESS ADDRESS HAS CHANGED FROM 300 BEAR HILL RD, WALTHAM, MA, 02451 TO 201  
 SPRING ST, LEXINGTON, MA, 02421.

BUSINESS ADDRESS HAS CHANGED FROM 201 SPRING ST, LEXINGTON, MA, 02421 TO 300 BEAR  
 HILL RD, WALTHAM, MA, 02451.

OPERATION 01/28/05 DESIGNS, MANUFACTURES, RETAILS AND WHOLESALES COMPUTER-AIDED  
 SOFTWARE DEVELOPMENT TOOLS.

PROVIDES ANALYSIS, MODELING AND DESIGN TOOLS FOR SOFTWARE ENGINEERS, DATA WAREHOUSE  
 ARCHITECTS, ANALYST AND 6 DESIGNERS.

TERMS ARE PRIMARILY NET 15 TO NET 30 DAYS.

SELLS TO FORTUNE 500 COMPANIES, CONSULTANTS AND EDUCATIONAL INSTITUTIONS.

HAS OVER 100,000 USERS.

TERRITORY : INTERNATIONAL.

NONSEASONAL.

EMPLOYEES: 31 WHICH INCLUDES OFFICER(S) AND 3 PART-TIME.

20 EMPLOYED HERE.

EXACT NUMBER OF PART-TIME EMPLOYEES WAS UNKNOWN.

FACILITIES: LEASES 6,000 SQ. FT. ON FIRST FLOOR OF A TWO STORY 7 BRICK BUILDING.

BRANCHES: MAINTAINS BRANCH LOCATIONS AT 248 MAIN ST, ONEIDA, NY.

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GLOBAL ACTIVITY.

THE FOLLOWING SECTION IS A GLOBAL SUMMARY AND IS INTENDED TO ASSIST 8 D&BS NON-U.S. CUSTOMERS WHEN EVALUATING D&B REPORTS ON U.S. COMPANIES.

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IMPORT/EXPORT ACTIVITY.

NO MAJOR COUNTRIES OF EXPORT REPORTED.

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BASED ON INFORMATION IN OUR FILE, D&B HAS ASSIGNED THIS COMPANY AN EXTENDED 8 DIGIT SIC. D&BS USE OF 8 DIGIT SICS ENABLES US TO BE MORE SPECIFIC TO A COMPANY'S OPERATIONS THAN IF WE USE THE STANDARD 4 DIGIT CODE.

73720000. (CONT'D) .....

GLOBAL NEWSWORTHY EVENTS. (0302)GLOBAL ACTIVITY: ACCORDING TO PUBLISHED REPORTS, VISIBLE 2 SYSTEMS CORPORATION EXPANDED ITS DIRECT PRODUCT SALES TO A PRIME EUROPEAN MARKET BY ESTABLISHING VISIBLE SYSTEMS UK LTD HEAD BY INDUSTRY VETERAN PETER LINDSAY, BASED IN LONDON, ENGLAND..

SUBSIDIARIES: THIS BUSINESS HAS ONE SUBSIDIARY.

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